

## DEFENSE TRANSITION

### DoD Contractors, Sub-Contractors Small Businesses

If you are a DoD contractor or subcontractor who has been impacted by defense downsizing, the Technology Center can assist you with research and information you need to diversify your contracting base and target new markets.

If you are exploring the contract opportunities created by BRAC, the Supplier/Vendor Network will enable you to learn about opportunities in base redevelopment and expansion throughout South Texas.

### *Link into a Supplier/Vendor Network that extends through South Texas!*

Learn what is happening at ten defense installations, from the rapidly expanding Fort Bliss and Fort Sam Houston to redevelopment at Brooks City-Base and Ingleside NAS.

**Brooks City-Base**  
**Lackland AFB**  
**Randolph AFG**  
**Fort Sam Houston**

**SBDC Technology  
Center-UTSA**  
**210.458.2458**  
**<http://www.iedtexas.org>**  
**San Antonio**  
**SBDC - UTSA**  
**210.458.2460**  
**[www.iedtexas.org](http://www.iedtexas.org)**

**Ingleside NAS**  
**Corpus Christi NAS**  
**Kingsville NAS**  
**Fort Bliss**

**Del Mar College SBDC**  
**361.698.1021**  
**<http://www.delmar.edu/sbdc>**  
**El Paso Community  
College SBDC**  
**915.831.7743**  
**[www.welpasosbdc.biz](http://www.welpasosbdc.biz)**

**Laughlin AFB**

**Sul-Ross State University-  
Rio Grande College SBDC**  
**830.758.5025**  
**[www.sulross.edu](http://www.sulross.edu)**

**Goodfellow AFB**

**Angelo State  
University SBDC**  
**325.942.2098**  
**[http://  
www.angelo.edu/services/sbdc](http://www.angelo.edu/services/sbdc)**



South-West Texas Border  
Small Business  
Development Center Network

*The University of Texas at San Antonio*

## SBDC TECHNOLOGY CENTER

**Defense Transition  
Supplier / Vendor Network  
SBIR / STTR – R&D Funding  
Technology Commercialization**

### **Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs**

Businesses can receive \$850,000 or more per award for technology research and development. Experienced SBIR manager provides individual assistance, proposal review, commercialization research for SBIR and STTR proposals.

### **Technology Commercialization**

Expert guidance on process of Technology Commercialization and New Product Development. Addresses intellectual property, licensing, market definition, and manufacturing issues, as well as angel investment and venture capital funding.

The Small Business Development Center (SBDC) is part of a partnership program between the U.S. Small Business Administration, U.S. Economic Development Administration, The University of Texas at San Antonio and the South-West Texas Border Region Small Business Development Center. Funding is provided through EDA Award #008-49-03954 and an SBA cooperative agreement. Such funding does not constitute an expressed or implied endorsement of any of the co-sponsors' or participants' opinions, conclusions, recommendations, products, or services. All SBDC programs are nondiscriminatory and open to the public.

For more information

**210.458.2458**

**SBDC Technology Center**  
**UTSA Institute for Economic Development**  
**501 West Durango, San Antonio, TX 78207**  
**[www.iedtexas.org](http://www.iedtexas.org)**



U.S. Small Business  
Administration

# SUPPLIER/VENDOR NETWORK



Institute for  
**Economic**  
Development

Small Business  
**Development**  
Center

**Technology Center**

The University of Texas at San Antonio



# For Successful Suppliers and Vendors!

## BIDMATCH EXPAND YOUR CUSTOMER BASE!

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## SUPPLIER/VENDOR NETWORK

**"The SBDC provides the information and expertise you need to be successful!"**

- Confidential counseling on strategic government marketing and contractor issues from expert consultants
- Affordable training on preparing Technical and Cost proposals, bonding, applying for GSA Schedules, subcontracting, and other topics
- E-Newsletter information about major procurement events, BRAC opportunities, and new contracts in South Texas
- Management consulting focused on strengthening your business operations-accounting, financing, personnel, risk management, marketing
- Financial analysis of your company's operations

**SBDC counseling is confidential and is provided free of charge.  
Training is provided at a nominal fee.**

## 2007 SUPPLIER / VENDOR WORKSHOP SCHEDULE

<b>April 17</b>	<b>Get Started in Government Contracting!</b>	<b>\$25</b>
	If you want to sell your products or services to federal agencies, this is the place to start! Learn how the government buys and how to reach the buyers!	
	<b>STEP UP! to Government Contracting!</b>	<b>\$50</b>
	Learn how to respond effectively to Requests for Proposal (RFPs)	
<b>May 1</b>	<b>Technical Proposals</b> – Create a strong presentation for your company's capabilities. Reviews the technical format and key proposal elements; shows you ways to ensure you are responsive and responsible in your proposals.	
<b>May 22</b>	<b>Cost Proposals</b> - Learn government requirements for allowable and non-allowable costs, material costs, labor rates and costs, allocated costs, overhead G&A, profit margins. Provides guidelines for collecting accurate costs.	
<b>June 5</b>	<b>Preparing a GSA Schedule Application (Introduction)</b>	<b>\$25</b>
	The General Services Administration schedules are used by most government buyers. Learn how your company can complete an application for GSA and participate in government contracting!	

### TIME/PLACE ALL WORKSHOPS

Time: 1:30-4:30 PM, Tuesdays  
Site: U.S. Small Business Administration  
San Antonio District Office  
17319 San Pedro, Suite 200  
San Antonio, TX 78232

**REGISTER TODAY!**  
**210.458.2458**  
**WWW.IEDTEXAS.ORG**

### Now Available! STRATEGIC PRESENTATIONS

Oral presentations are becoming a contract award requirement, especially for service contracts. Learn how to present your company and its capabilities effectively and confidently. Interactive, realistic, LIVE! **Contract this workshop for your company today! Call 210.458.2458.**